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ABSTRACT

This unit, one in a series of packets of teacher and student materials for cooperative occupational education designed for special needs students, is intended to introduce the concepts of work and career and the steps in setting career goals. Each unit will probably require more than a single period of instruction. Instructor materials include performance objectives (unit and specific objectives), suggested activities for teacher and students, supplemental activities, a list of instructional materials included in the unit and additional references, information topic sheets, a key to the unit review, and transparency masters. Contents of the package of student materials are unit objectives, information topic sheets (one sheet for each topic covered in the unit), assignment sheets for each information topic, and a unit review. This unit provides material on four information topics: work and careers, why people work, how work influences one's life, and steps in setting career goals. (YLB)

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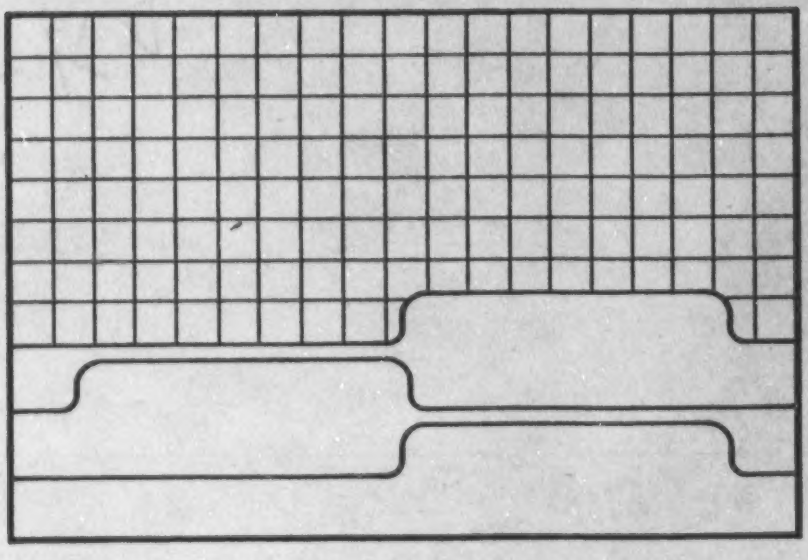
Cooperative Occupational Education

Instructor Material

and Student Material

Unit 3
Why We Work



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CE037018

INSTRUCTOR

COURSE TITLE - COOPERATIVE OCCUPATIONAL EDUCAITON

SECTION B - SETTING CAREER GOALS

UNIT - 3: WHY WE WORK

UNIT OBJECTIVES

This unit will introduce the concepts of work and career. The reasons for work and the influence of work are emphasized. Steps in setting career goals are briefly introduced, and will be studied in detail in following units.

SPECIFIC OBJECTIVES

1. Define the terms work and career.
2. Give three reasons people work.
3. Identify four ways work influences your life.
4. List three steps in setting career goals.

WHY WE WORK

UNIT 3

SUGGESTED ACTIVITIES

I. Instructor

A. Prepare transparencies (TM 3-1, TM 3-2, TM 3-3, TM 3-4).

B. Discuss objectives.

C. Discuss Information Topics (IT 3-1, IT 3-2, IT 3-3, IT 3-4).

D. Review Assignment Sheets (AS 3-1, AS 3-2, AS 3-3, AS 3-4).

E. Administer and evaluate unit review.

F. Optional Activities

1. Have students interview various adults to identify reasons they work. Results can be tabulated to determine what responses are given most often. Discuss results compared with reasons given in the text.

2. Students could make a bulletin board on how work influences one's life.

II. Student

A. Read and discuss unit objectives.

B. Read and discuss Information Topics.

C. Complete Assignment Sheets.

D. Review and discuss Assignment Sheets.

E. Complete unit review.

INSTRUCTIONAL MATERIALS

I. Included in this unit

A. Objective sheet

B. Information Topic sheets

1. IT 3-1: What You Should Know About: Work and Careers

2. IT 3-2: What You Should Know About: Why People Work

3. IT 3-3: What You Should Know About: How Work Influences Your Life

4. IT 3-4: What You Should Know About: Steps In Setting Career Goals

C. Transparency masters

1. TM 3-1: Work

2. TM 3-2: Why Work?

3. TM 3-3: Work Influences

4. TM 3-4: Setting Career Goals

D. Assignment Sheets

1. AS 3-1: What You Have Learned About: Work and Careers

2. AS 3-2: What You Have Learned About: Why People Work

3. AS 3-3: What You Have Learned About: How Work Influences Your Life

4. AS 3-4: What You Have Learned About: Steps In Setting Career Goals

E. Unit review and key

II. References

A. Dunlap, S. F. You At Work: Who, Where, When. Columbia, MO: Instructional Materials Laboratory, University of Missouri-Columbia, 1976.

B. Elsberg, T. Career Exploration: You and Your Future. New York: Fairchild Publications, 1975.

C. Exploring Career Decision Making. Bloomington, IL: Appalachia Educational Laboratory, Inc., McKnight Publishing Co., Inc., 1978.

D. Kimbrell, G. and B. S. Vineyard. Succeeding in the World of Work. Bloomington, IL: McKnight Publshing Co., 1981.

E. Kimbrell, G. and B. S. Vineyard. Entering the World of Work. Bloomington, IL: McKnight Publshing Co., 1978.

F. Creating a Career. Bloomington, IL: McKnight Publishing Co., Inc. (filmstrip/cassette tape)

G. Discovery. American Telephone and Telegraph. (filmstrip - contact your local telephone system.)

H. Dropping Out - Road to Nowhere. New York: Guidance Associates. (filmstrip)

I. Why Work?. Park Ridge, IL: Vocational Films, 1973. (film)

J. SRA Occupational Briefs. Chicago: Science Research Associates, 1973.

WHY WE WORK

UNIT 3

I. Work and Career (IT 3-1) (TM 3-1)

A. Work is mental and/or physical activity that is productive and has value.

B. Work can be unpaid activity.

1. Volunteer work

2. Educational study

3. Practice to improve one's skills at something

C. Because work has value employees receive compensation for its performance.

D. A career is all the work experience a person has during his/her lifetime. However, for simplicity, this unit will confine the definition to:

1. The occupation chosen by an individual to earn a living.

II. Why People Work (IT 3-2) (TM 3-2)

A. Dr. Abraham Maslow, a noted psychologist, developed a hierarchy of human needs that are satisfied through work.

1. Physiological - food and water

2. Security - safety and shelter from the elements

3. Belonging - companionship and affection

4. Self-Esteem - the need to accept ourselves as worthy

5. Self-Actualization or Self Expression - letting others learn about you through the things you do and say

B. Dr. Maslow states that lower order needs must be satisfied before an individual can concentrate on satisfying higher order needs.

III. How Work Influences Your Life (IT 3-3) (TM 3-3)

A. Work is the major activity in an adult's life and has a corresponding effect on one's lifestyle.

B. Work influences family life, leisure activities and friendships.

C. Where and how people live is frequently determined by the work they do.

IV. Setting Career Goals (IT 3-4) (TM 3-4)

A. Careful planning and preparation are necessary for setting career goals.

B. Self- evaluation is critical to career selection.

1. Identify interests, aptitudes and values.

C. Occupational information provides knowledge of what is needed by an individual to perform a particular occupation.

1. Educational requirements

2. Physical abilities

3. Description of work

4. Mental abilities

D. Success in one's career can be determined by how closely an individual's physical and psychological makeup matches the requirements of the chosen occupation.

WHY WE WORK

UNIT 3

KEY TO UNIT REVIEW

A.
1. a
2. a
3. b
4. a

B.
1. b, c, e
2. b, c, d, e
3. a, d, e

WORK

WORK: Doing something physically or mentally to produce or do something that is important to you or to others.

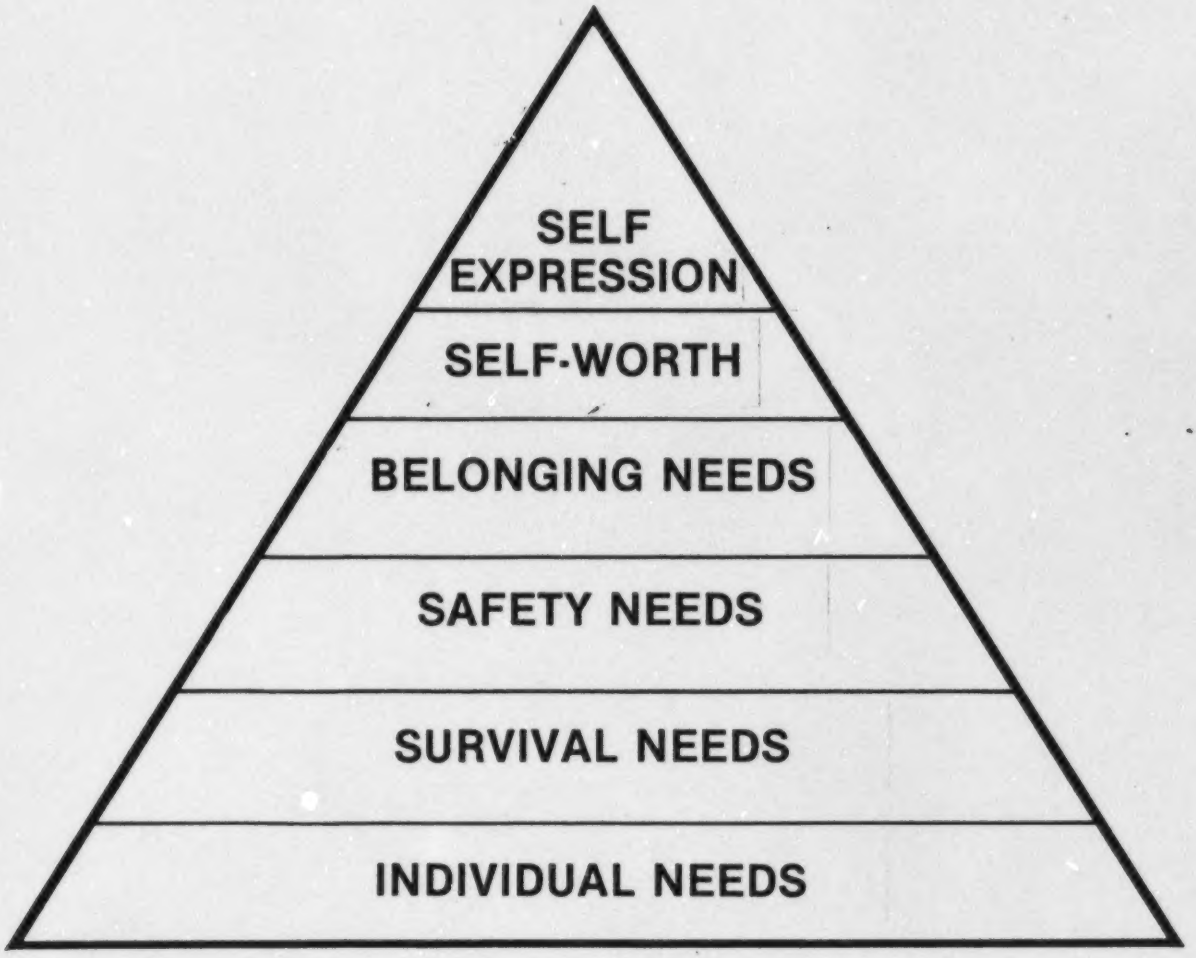
CAREER: The work you do in your lifetime to earn a living.

- **PLAYING FOOTBALL**
- **STUDYING MATH**
- **CLEANING THE GARAGE**
- **BEING A HOSPITAL VOLUNTEER**
- **WORKING AS AN AUTO MECHANIC**
- **BEING A PROFESSIONAL ICE SKATER**
- **JOINING THE MARINES**
- **BABYSITTING YOUR LITTLE SISTER**

Which of these are work?
What do they have in common?
How do they differ?

Can any of these be careers?
Is work always a career?

WHY WORK?



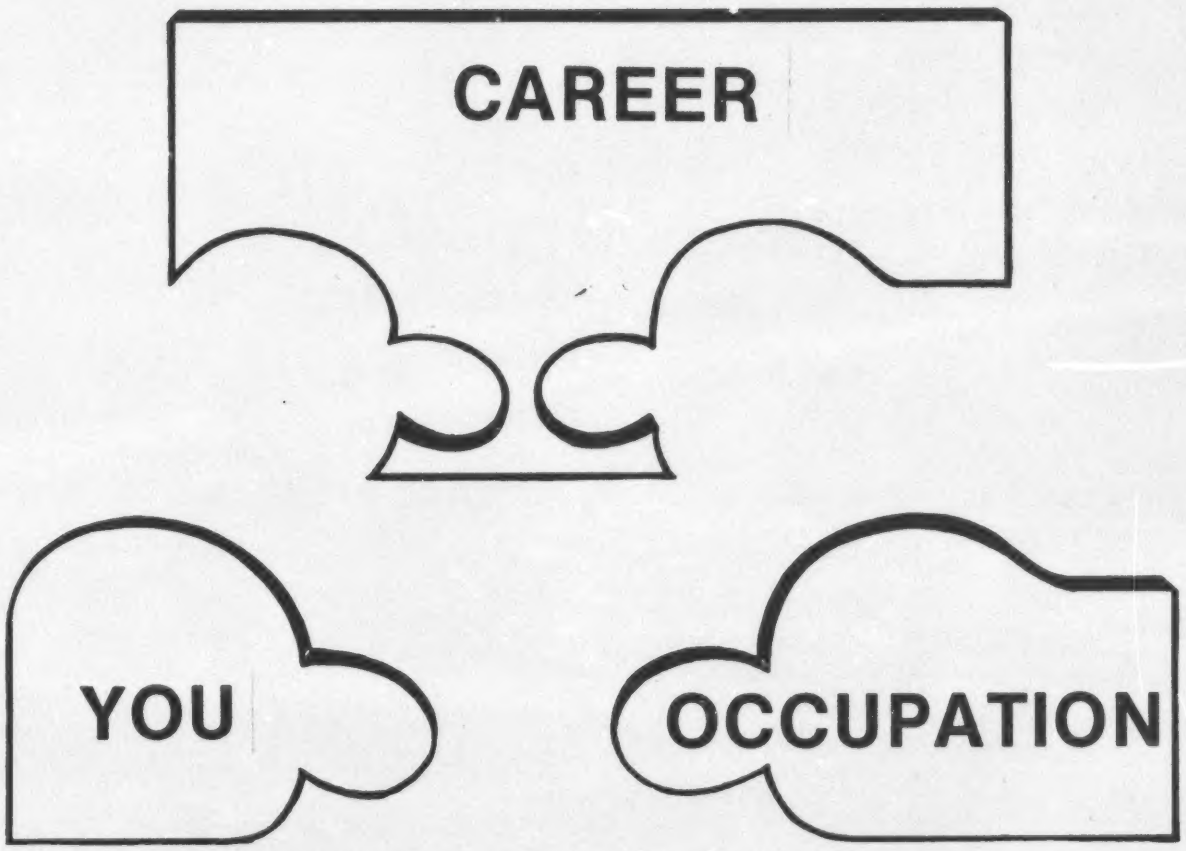
Work satisfies needs.

Think of an example for each need above.

WORK INFLUENCES:

- HOW YOU LIVE
- WHERE YOU LIVE
- YOUR FAMILY LIFE
- FRIENDS YOU HAVE

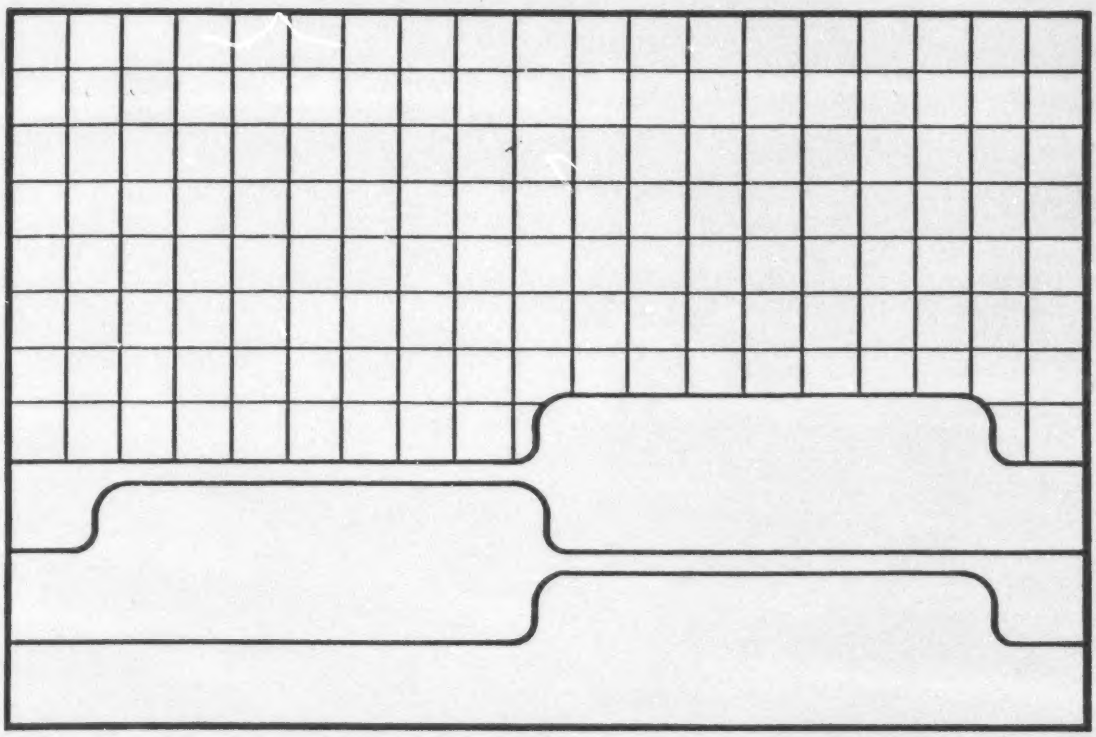
Setting Career Goals



- FIND OUT ABOUT OCCUPATIONS.
- FIND OUT ABOUT YOURSELF.
- MATCH YOURSELF TO AN OCCUPATION.

Cooperative Occupational Education
student material

Unit 3
Why We Work



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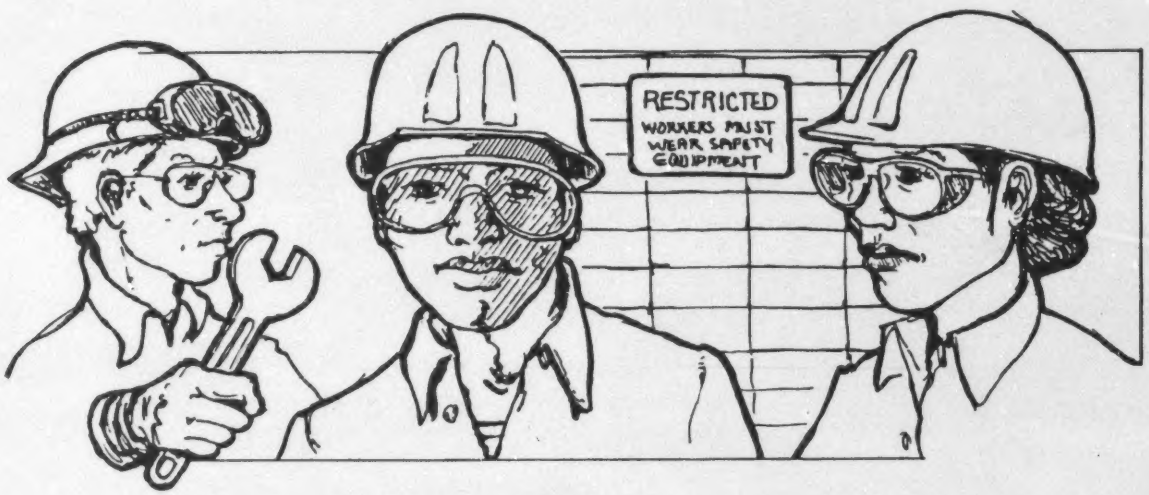
Why We Work

After completing this unit, you will be able to:

- Define the terms work and career.
- Give three reasons people work.
- Identify four ways work influences your life.
- List three steps in setting career goals.

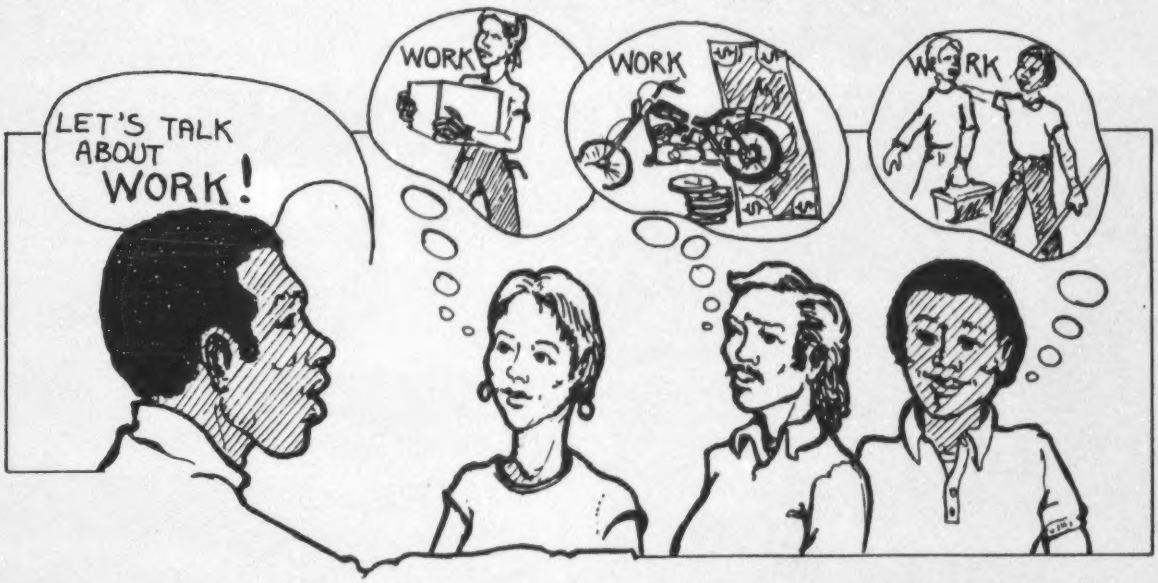


Introduction

The terms work, career, and career goals are explained in this unit. You will also learn to identify why people work and how work can influence your life.

What You Should Know About
Work and Careers

What is work? What do you think of when you think of work? What do you do when you work? Do you get paid for work? Can work be fun?



Work is doing something physically or mentally to produce or do something that is important to you or to others.

A job is work. The things that you do on your job are important to your employer. Because they are important, your employer pays you for your work.

3-2

The work that you do in your lifetime to earn a living is a career. It is your chosen occupation.

You will spend most of your life working so you should be thinking of what kind of work you want to do. You should be thinking of your career.

What You Have Learned About **Work and Careers**

A. Write definitions for each of these words:

1. Work _____

_____

2. Career _____

_____

B. Under each heading list work you do.

AT HOME	AT SCHOOL	FOR PAY

C. Tell why each of the following could be considered work. Remember the definition for work.

1. Practicing the piano. _____

_____

2. Cleaning the garage. _____

_____

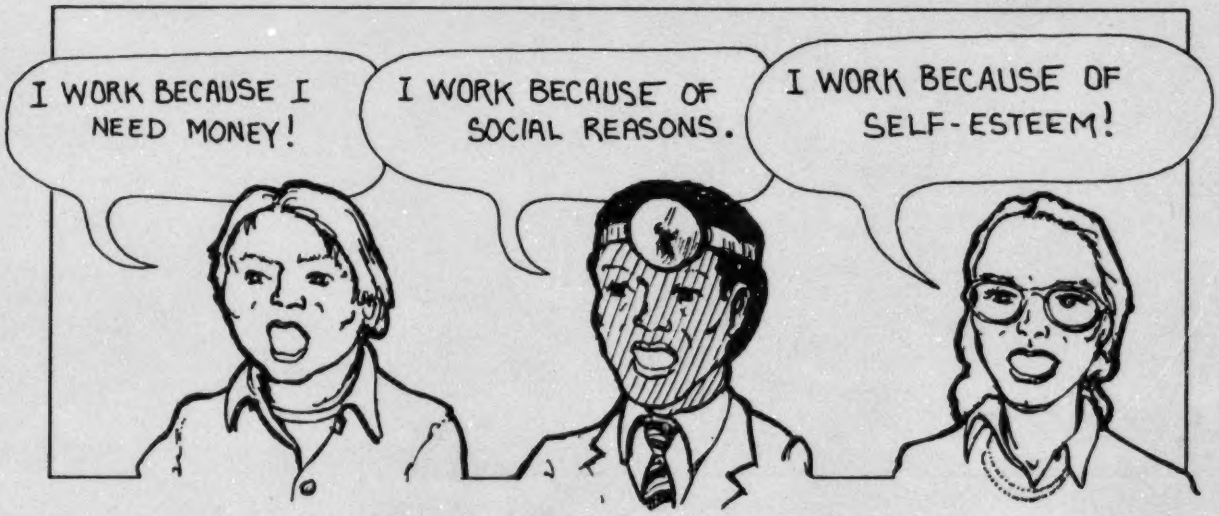
3. Studying English. _____

_____

What You Should Know About
Why People Work

You will spend the biggest part of your life working so it is important to know why people work.

There are three basic reasons why people work. All people work for these same reasons but they will identify one of them as their most important reason for working.



If you were asked why you wanted to work you would probably say "money." This is a good answer. You will definitely need money to buy things.

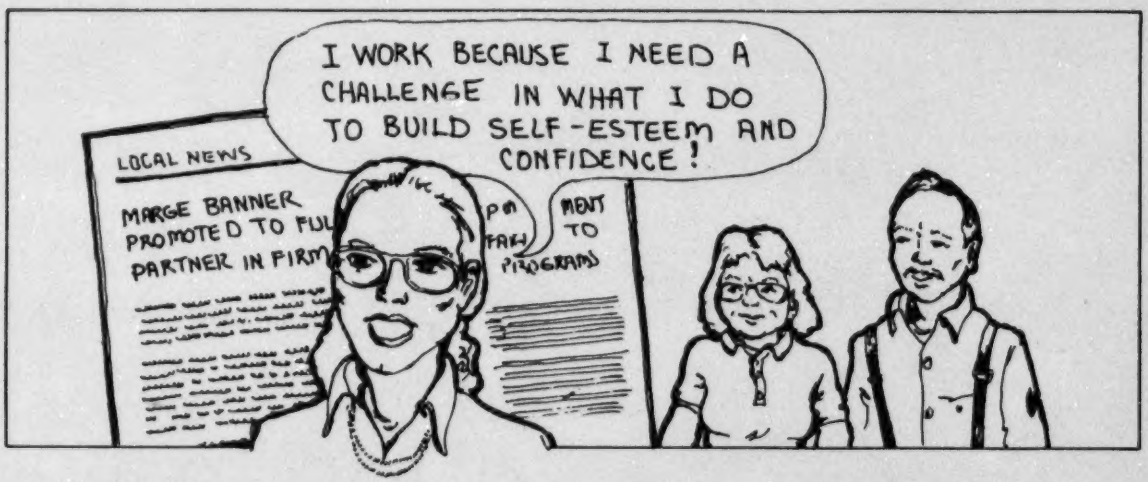
Some of your purchases will be things you need. These necessities are food, clothing, shelter, education and health care.

In addition to buying what you need, there will be things that you want. These are called luxuries. You could live without them but they make life more pleasurable.

People also work because they want to be with other people. We have social needs. We don't like to be alone.

Work gives you an opportunity to meet people and make new friends.

Finally, people work for self-esteem. This is how we feel about ourselves. It can be high or low.


I WORK BECAUSE I NEED A CHALLENGE IN WHAT I DO TO BUILD SELF-ESTEEM AND CONFIDENCE!
LOCAL NEWS
MARGE BANNER PROMOTED TO FUL PARTNER IN FIRM

How you feel about yourself is influenced by how successful you and others think you are. This is mostly determined by what you do in your work.

Being successful at work and happy with what you are doing makes you feel good about yourself. This is high self-esteem.

What You Have Learned About **Why People Work**

A. You have learned that people work for three reasons; money, social needs and self-esteem. Tell why each is important.

1. Money: _____

_____

2. Social needs: _____

_____

3. Self-esteem: _____

_____

B. Which reason is the most important to you and why?

_____

_____

_____

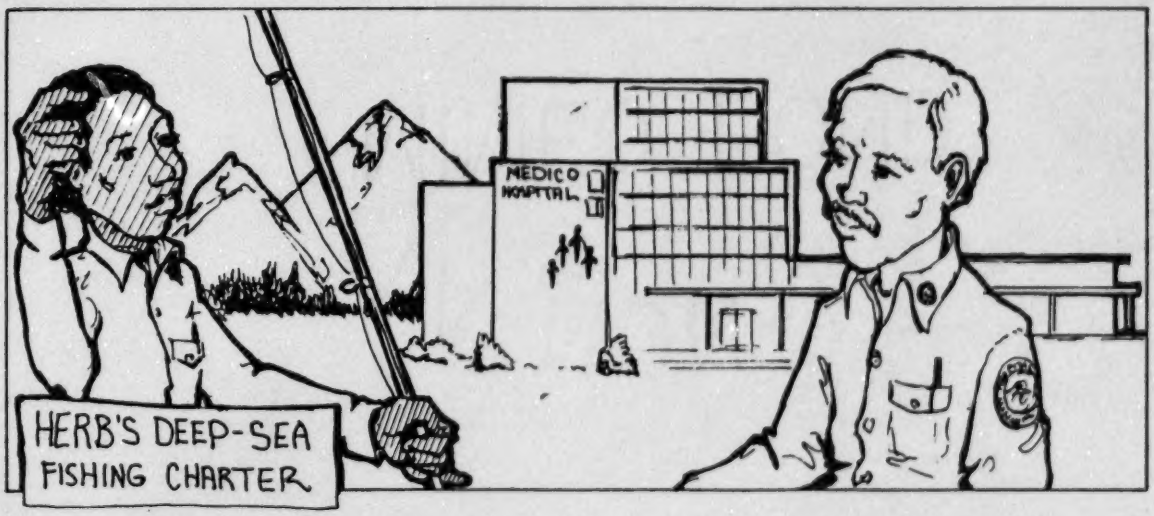
_____

_____

What You Should Know About
How Work Influences Your Life

Success at the work you do will have a great influence on your life. It will affect how you live, and will set a pattern to your life.

Your choice of work can determine where you live. If you wanted to catch fish for a living, you would want to live near the ocean or a lake. A nurse would want to live in a community that has a hospital.

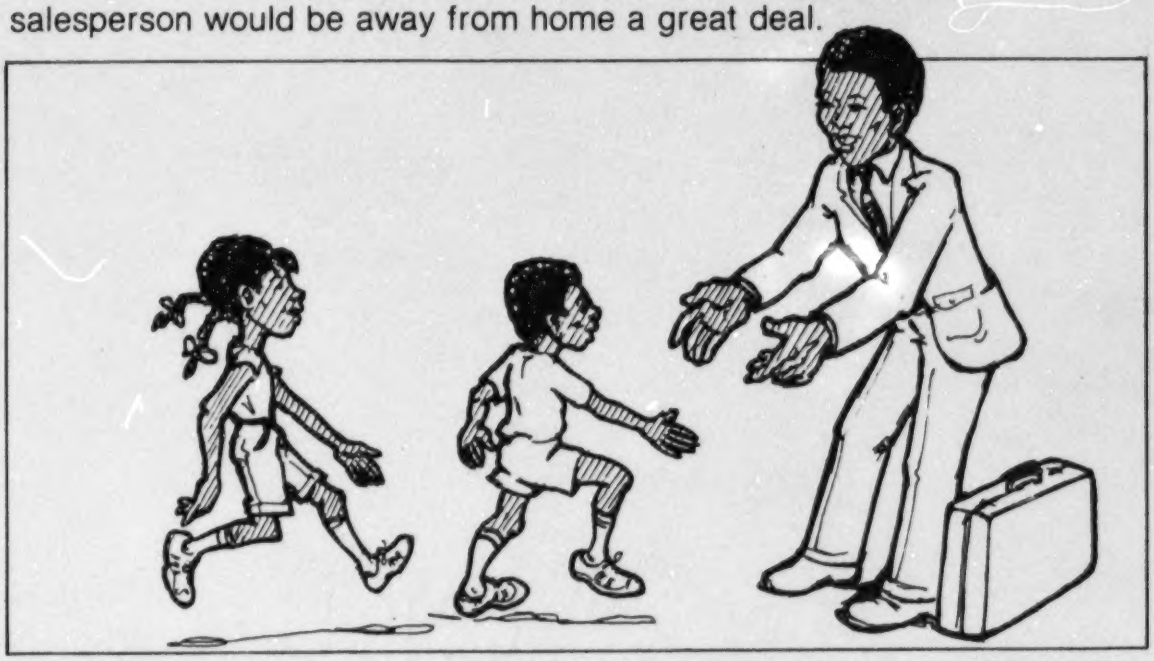


You would want to live where there is a need for the kind of work you want to do.

Your work also can determine how you live. The more successful you are the more able you will be to provide a nice home for you and your family.

Your work will have an influence on the friends you have. Many of your friends will be people that you work with.

Work can influence how much time you spend with your family. A traveling salesperson would be away from home a great deal.



Because work will have such a great influence on your life it is important that you are happy in the job you do and career you follow.

What You Have Learned About **How Work Influences Your Life**

Look at the jobs listed. Then tell how that job will influence the questions listed after the job.

A. Pipeline construction work in the Yukon.

1. Where you live _____
2. Friends you might have _____
   _____
3. How much money you make _____
4. Time to spend with family _____

B. Used-deep-sea fishing boat salesperson.

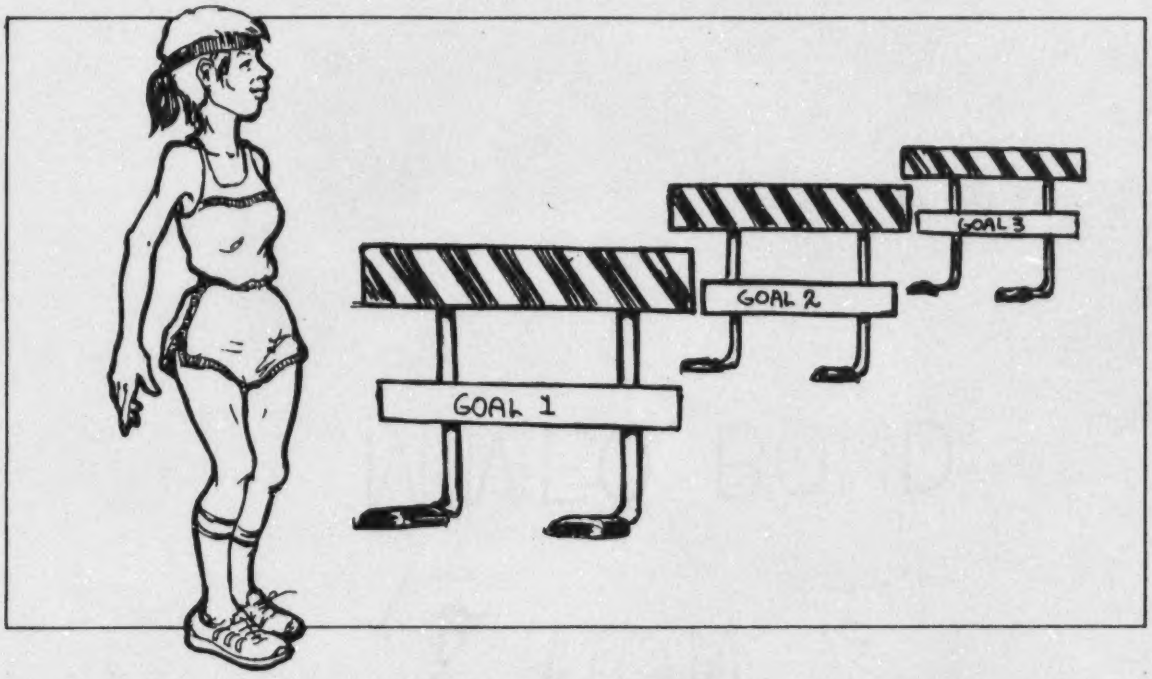
1. Where you live _____
2. Friends you might have _____
   _____
3. How much money you make _____
4. Time to spend with family _____

C. Border guard between Mexico and USA.

1. Where you live _____
2. Friends you might have _____
   _____
3. How much money you make _____
4. Time to spend with family _____

What You Should Know About
Steps In Setting Career Goals

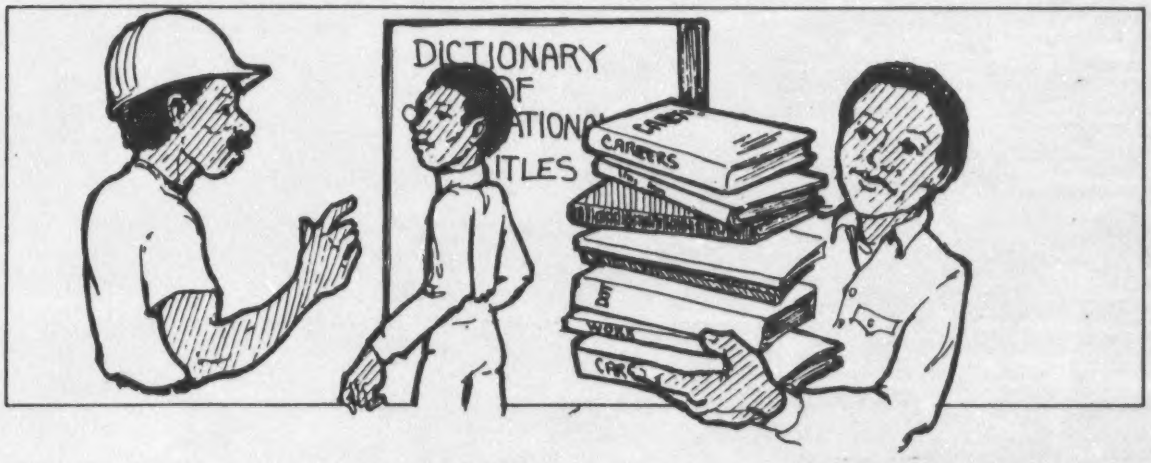
Since the work you do or your career has such an influence on your life it's important for you to set up some goals for yourself.



The best way to set up career goals is in three basic steps.

STEP 1:
Learn about yourself. Identify your interests and abilities and your likes and dislikes. These all have an effect on your career choice. These also help decide how successful you will be.

STEP 2:
Identify the kind of work that you would like to do.

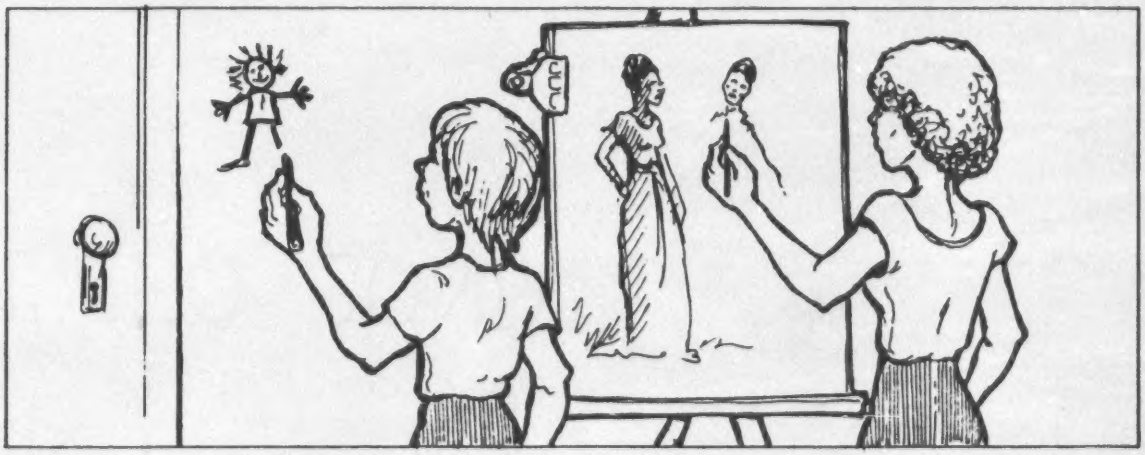


The best way is to use different sources of occupational information. You can talk to people who are employed in the type of work you want to do.

Another source of information is the library. You can ask the librarian in your school or community to show you material that tells about occupations you are interested in.

After you have discovered information about yourself and different occupations, you can take the last step.

STEP 3
Match yourself to the right work.



These three steps to developing career goals will be covered in more detail in the next three units.

What You Have Learned About
Steps In Setting Career Goals

A. List the steps in their correct order.

STEP 1: STEP 2: STEP 3:

1. Match yourself to the right work
2. Learn about yourself
3. Identify work you would like to do

B. Now, match the steps with their characteristics by writing the correct step number on the blank line.

_____ 1. Identify your interests and abilities.

_____ 2. Find information about a job you might want to do.

_____ 3. Identify your likes and dislikes.

_____ 4. Talk to someone who does what you want to do.

_____ 5. Choose a job which matches your interests.

Name: _____

Unit 3 Review

A. Circle the letter beside the answer that best completes each sentence.

1. Work is mental or physical activity that produces something that is:
   a. worthwhile b. worthless
2. One reason people work is to:
   a. earn money b. have children
3. The way you think of yourself is:
   a. career exploration b. self-esteem
4. Your chosen occupation or life's work:
   a. career b. social needs

B. Underline the items that complete each sentence.

1. The basic reasons people work are:
   a. To rest
   b. For money
   c. To satisfy social needs
   d. To go bowling
   e. For self-esteem
2. Important ways work can influence your life are:
   a. Days you get off
   b. Where you live
   c. Your friends
   d. Your family
   e. How you live
3. The steps in setting career goals are:
   a. Identify the work you would like to do
   b. Fill out application form
   c. Graduate from college
   d. Learn about yourself

My evaluation shows that I understand this unit and that I am ready to continue

_____
Student Signature

The student has completed this unit to my satisfaction and is now ready to continue.

_____
Instructor Signature

3-15